

Message Text

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PAGE 01 PEKING 01210 070101Z

14

ACTION EA-09

INFO OCT-01 ISO-00 COME-00 EB-07 TRSE-00 /017 W

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R 070038Z JUL 76

FM USLO PEKING

TO SECSTATE WASHDC 5899

INFO AMCONSUL HONG KONG

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E.O. 11652: N/A

TAGS: ETRD CH US

SUBJECT: US BUSINESS VISITORS TO CHINA IN JUNE

REF: PEKING 979

1. BUSINESS ACTIVITY IN PEKING, ALREADY BEGINNING TO SLACKEN IN MAY, SLOWED TO A WALK IN JUNE. AMPEX'S SALE OF FOUR VIDEO TAPE RECORDERS TO THE TECHNICAL IMPORT CORPORATION (REFTEL) WAS THE ONLY MAJOR DEAL CONCLUDED HERE THIS MONTH AND CONSISTED OF \$500,000 WORTH OF EQUIPMENT TO BE USED AT THE PEKING TELEVISION STATION. AMPEX HAS NOW SOLD 22 MACHINES TO THE PRC AND IS HOPEFUL THAT FURTHER SALES WILL FOLLOW.

2. UNION CARBIDE'S HONG KONG MARKETING MANAGER BOB JOSEPHSON VISITED PEKING IN MID-JUNE AS PART OF A HONG KONG BUSINESSMEN'S TOUR HOSTED BY CHINA TRAVEL SERVICE. JOSEPHSON AND OTHER MEMBERS OF THE GROUP WERE ABLE TO GET APPOINTMENTS WITH TRADE CORPORATION OFFICIALS IN SHANGHAI, BUT THEIR ONLY BUSINESS CONTACTS IN PEKING WERE AT A DINNER HOSTED BY WANG YAO-TING AND LI CHUAN, CHAIRMAN AND VICE CHAIRMAN ON THE CHINA COUNCIL FOR THE PROMOTION OF INTERNATIONAL TRADE.

3. FOLLOWING A RECENT SALE OF \$400,000 WORTH OF SHIPS RADIOS PRODUCED BY ITT HONG KONG, THE EAST ASIATIC TRADING COMPANY PEKING REP (JACOBSEN) IS

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CURRENTLY DISCUSSING A SMALL SALE OF ITT TELEX MACHINES

TO THE MACHINERY CORPORATION. DESPITE THE WELL ESTABLISHED PREFERENCE IN CHINA FOR SIEMENS TELEXES, OF WHICH ABOUT 600 WERE SOLD AT THE FRG TRADE EXHIBITION LAST FALL, JACOBSEN IS OPTIMISTIC ABOUT AN EVENTUAL SALE. ALL TELEXES PREVIOUSLY SOLD TO CHINA HAVE BEEN "MECHANICAL" MODELS, BUT EAST ASIATIC IS TRYING TO INTRODUCE ITT'S NEW GENERATION OF ELECTRONIC MODELS AS WELL.

4. BOB LEE OF SPORTING WORLD AND ORIENT EXPRESS (NEW YORK) CAME TO PEKING TO EXAMINE FUTURE ORDERS BEFORE SHIPMENT, A QUALITY CONTROL EFFORT WHICH RESULTED IN THE CANCELLATION OF ONE ORDER CONCLUDED PREVIOUSLY FOR SAFARI JACKETS. ALSO IN THE TEXTILE FIELD, MR. S.C. TANG OF THE MARCO POLO CORPORATION (NEW YORK) WAS INVESTIGATING AN ARRANGEMENT BY WHICH CHINESE FACTORIES MIGHT EMBROIDER U.S.-MADE POLYESTER FABRIC FOR RE-EXPORT TO THE U.S. ACCORDING TO TANG, THE CHINESE REACTION WAS FAVORABLE BUT SUCCESS IN THE PROJECT DEPENDS ON OBTAINING A FAVORABLE US CUSTOMS RULING.

5. CHINESE TRADE OFFICIALS CONTINUE TO DENY ANY CHANGE IN TRADE POLICY, BUT THE GENERAL LOW LEVEL OF US BUSINESS ACTIVITY APPEARS WIDESPREAD COMMERCIAL OFFICERS FROM OTHER EMBASSIES, AS WELL AS FOREIGN BUSINESSMEN, REPORT A NOTICEABLE DECREASE IN TRADE INQUIRIES ORIGINATING WITH THE CHINESE AND AN ACCOMPANYING DECREASE IN CONTRACT CONCLUDED.

GATES

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TRADE PROMOTION, TRADE VISITS
Control Number: n/a
Copy: SINGLE
Draft Date: 07 JUL 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ElyME
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976PEKING01210
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760260-1005
From: PEKING
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760784/aaaacvlr.tel
Line Count: 92
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 PEKING 979
Review Action: RELEASED, APPROVED
Review Authority: ElyME
Review Comment: n/a
Review Content Flags:
Review Date: 21 MAY 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <21 MAY 2004 by woolflhd>; APPROVED <15 SEP 2004 by ElyME>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: US BUSINESS VISITORS TO CHINA IN JUNE
TAGS: ETRD, CH, US
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006